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## 1H15 STATUTORY TO OPERATING PROFIT RECONCILIATION



HALF YEAR ENDED 31 DECEMBER 2014	INVESTMENT \$M	INVESTMENT MANAGEMENT \$M	DEVELOPMENT \$M	UNALLOCATED \$M	ELIMINATION \$M	TAX \$M	CONSOLIDATED \$M
Profit/(loss) attributable to the stapled securityholders of Mirvac	270.2	4.0	60.9	(45.3)	(4.7)	(6.1)	279.0
Specific non-cash items							
Net gain on fair value of investment properties and IPUC	(52.8)	_	_	_	2.0	_	(50.8)
Net loss on fair value of derivative financial instruments and							
associated foreign exchange movements	4.1	_	_	9.3	_	_	13.4
Security based payment expense	_	_	_	1.8	-	_	1.8
Depreciation of owner-occupied properties Straight-lining of lease revenue	(2.5)	<del>-</del>	<del>-</del>	<del>-</del>	3.0	<del>-</del>	3.0
Amortisation of lease fitout incentives	(2.5 <i>)</i> 5.8	_	_	_	(1.1)	_	(2.5) 4.7
Net gain on fair value of investment properties, derivatives and	5.0				(1.1)		4.1
other specific non-cash items included in share of net profit of JVA	(8.4)	(0.6)	_	_	_	_	(9.0)
Significant items							
Impairment of loans, investments and inventories	_	_	_	(0.1)	_	_	(0.1)
Net gain from sale of non-aligned assets	(4.4)	-	_	-	_	_	(4.4)
Tax effect							
Tax effect of non-cash and significant adjustments	_	-	_	-	_	(3.9)	(3.9)
Operating profit/(loss)¹	212.0	3.4	60.9	(34.3)	(0.8)	(10.0)	231.2
Segment contribution	91.7%	1.5%	26.3%	(14.8%)	(0.4%)	(4.3%)	100.0%
Add back tax	- Jiii 70	-		(14.670)	(0.470)	10.0	10.0
Add back interest paid <sup>2</sup>	33.3	_	42.0	_	(0.2)	-	75.1
Less interest revenue <sup>2</sup>	(6.4)	(0.3)	(0.1)	(0.7)	0.1	_	(7.4)
Earnings before interest and tax	238.9	3.1	102.8	(35.0)	(0.9)	_	308.9
Segment contribution	77.3%	1.0%	33.3%	(11.3%)	(0.3%)	0.0%	100.0%

<sup>1)</sup> Operating profit after tax is a non-IFRS measure. Operating profit after tax is profit before specific non-cash and significant items and related taxation. Operating profit after tax is used internally by management to assess the performance of its business and has been extracted or derived from Mirvac's half year ended 31 December 2014 financial statements, which has been subject to review by its external auditors.

<sup>2)</sup> Interest paid and interest revenue between segments are eliminated in the individual segment.



## 1H14 STATUTORY TO OPERATING PROFIT RECONCILIATION



HALF YEAR ENDED 31 DECEMBER 2013	INVESTMENT \$M	INVESTMENT MANAGEMENT \$M	DEVELOPMENT \$M	UNALLOCATED \$M	ELIMINATION \$M	TAX \$M	CONSOLIDATED \$M
Profit/(loss) attributable to the stapled securityholders of Mirvac	277.9	2.8	26.2	(44.6)	(16.0)	(0.2)	246.1
Specific non-cash items							
Net gain on fair value of investment properties and IPUC	(69.2)	_	-	_	2.1	_	(67.1)
Net loss on fair value of derivative financial instruments and							
associated foreign exchange movements	2.4	_	_	14.2	_	_	16.6
Security based payment expense	_	_	_	2.8	_	_	2.8
Depreciation of owner-occupied properties	- (6.0)	-	_	_	3.1	_	3.1
Straight-lining of lease revenue Amortisation of lease fitout incentives	(6.0) 6.0	_	_	_	(1.1)	_	(6.0) 4.9
Net gain on fair value of investment properties, derivatives and	6.0	_	_	_	(1.1)	_	4.9
other specific non-cash items included in share of net profit of JVA	(1.4)	1.3	_	(0.1)	_	_	(0.2)
Significant items							
Impairment of loans, investments and inventories	_	_	_	(0.9)	_	_	(0.9)
Net loss from sale of non-aligned assets	0.9	-	_	-	-	_	0.9
Tax effect							
Tax effect of non-cash and significant adjustments	-	-	_	-	-	_	-
Operating profit/(loss)¹	210.6	4.1	26.2	(28.6)	(11.9)	(0.2)	200.2
Segment contribution	105.2%	2.0%	13.1%	(14.3%)	(5.9%)	(0.1%)	100.0%
Add back tax	103.270	2.070	13.170	(14.570)	(5.270)	0.2	0.2
Add back interest paid <sup>2</sup>	27.5	0.3	28.8	0.1	(0.6)	_	56.1
Less interest revenue <sup>2</sup>	(0.5)	(0.1)	(0.5)	(1.0)	0.5	_	(1.6)
Earnings before interest and tax	237.6	4.3	54.5	(29.5)	(12.0)	-	254.9
Segment contribution	93.2%	1.7%	21.4%	(11.6%)	(4.7%)	0.0%	100.0%

<sup>1)</sup> Operating profit after tax is a non-IFRS measure. Operating profit after tax is profit before specific non-cash and significant items and related taxation. Operating profit after tax is used internally by management to assess the performance of its business and has been extracted or derived from Mirvac's half year ended 31 December 2014 financial statements, which has been subject to review by its external auditors.

<sup>2)</sup> Interest paid and interest revenue between segments are eliminated in the individual segment.



# 1H15 OPERATING PROFIT BY SEGMENT



HALF YEAR ENDED 31 DECEMBER 2014	INVESTMENT \$M	INVESTMENT MANAGEMENT \$M	DEVELOPMENT \$M	UNALLOCATED \$M	ELIMINATION \$M	CONSOLIDATED \$M
Revenue from continuing operations						
Investment properties rental revenue	295.9	3.5	_	-	_	299.4
Investment management fee revenue	_	6.6	-	-	_	6.6
Development and construction revenue	_	_	577.5	-	_	577.5
Development management fee revenue	_	-	3.4	-	_	3.4
Interest revenue	10.7	0.4	2.6	0.7	(0.1)	14.3
Dividend and distribution revenue	0.2	-	-	-	_	0.2
Other revenue	0.8	1.9	3.1	0.1	(0.8)	5.1
Inter-segment revenue	3.4	9.9	20.4	25.6	(59.3)	-
Total revenue from continuing operations	311.0	22.3	607.0	26.4	(60.2)	906.5
Other income						
Share of net profit of JVA accounted for using the equity method	18.3	0.3	1.3	0.1	_	20.0
Total other income	18.3	0.3	1.3	0.1	-	20.0
Total revenue from continuing operations and other income	329.3	22.6	608.3	26.5	(60.2)	926.5
Net loss on sale of property, plant and equipment	_	_	_	_	_	_
Investment properties expenses	72.2	1.1	-	-	(6.0)	67.3
Cost of property development and construction	_	_	458.9	-	(20.3)	438.6
Employee benefits expenses	_	12.9	10.6	25.0	_	48.5
Depreciation and amortisation expenses	4.8	0.3	0.9	1.1	_	7.1
Finance costs	33.3	-	42.0	25.6	(25.8)	75.1
Selling and marketing expenses	_	_	22.8	-	_	22.8
Other expenses	7.0	4.9	12.2	9.1	(7.3)	25.9
Operating profit/(loss) from continuing operations before income tax Income tax expense	212.0	3.4	60.9	(34.3)	(0.8)	241.2 (10.0
Operating profit attributable to the stapled securityholders of Mirvac						231.2



# 1H14 OPERATING PROFIT BY SEGMENT



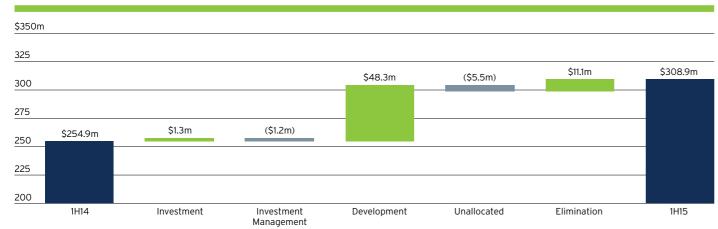
HALF YEAR ENDED 31 DECEMBER 2013	INVESTMENT \$M	INVESTMENT MANAGEMENT \$M	DEVELOPMENT \$M	UNALLOCATED \$M	ELIMINATION \$M	CONSOLIDATED \$M
Revenue from continuing operations						
Investment properties rental revenue	307.9	2.6	_	_	_	310.5
Investment management fee revenue	_	6.4	_	-	_	6.4
Development and construction revenue	_	_	530.6	-	(11.9)	518.7
Development management fee revenue	_	_	11.9	-	0.3	12.2
Interest revenue	7.6	0.4	2.7	0.9	(0.2)	11.4
Dividend and distribution revenue	_	_	_	_	_	-
Other revenue	_	1.8	1.0	0.8	(0.2)	3.4
Inter-segment revenue	11.1	8.5	12.8	2.3	(34.7)	-
Total revenue from continuing operations	326.6	19.7	559.0	4.0	(46.7)	862.6
Other income						
Share of net profit of JVA accounted for using the equity method	9.2	0.6	6.5	0.1	_	16.4
Total other income	9.2	0.6	6.5	0.1	-	16.4
Total revenue from continuing operations and other income	335.8	20.3	565.5	4.1	(46.7)	879.0
Net loss on sale of property, plant and equipment	_	_	0.1	_	_	0.1
Investment properties expenses	79.6	1.0	_	-	(5.8)	74.8
Cost of property development and construction	_	_	482.4	-	(12.4)	470.0
Employee benefits expenses	_	11.1	5.4	19.9	_	36.4
Depreciation and amortisation expenses	4.1	0.2	1.2	1.0	_	6.5
Finance costs	35.3	0.3	28.8	2.3	(10.6)	56.1
Selling and marketing expenses	_	0.1	13.2	0.1	_	13.4
Other expenses	6.2	3.5	8.2	9.4	(6.0)	21.3
Operating profit/(loss) from continuing operations before income tax Income tax expense	210.6	4.1	26.2	(28.6)	(11.9)	200.4 (0.2
Operating profit attributable to the stapled securityholders of Mirvac						200.2



### 1H15 CONTRIBUTIONS TO GROWTH



#### EBIT BY SEGMENT - 1H14 TO 1H15



#### **OPERATING PROFIT BY SEGMENT - 1H14 TO 1H15**



- > 21% increase in Group Operating EBIT in 1H15 from 1H14
- Investment earnings supported by NOI growth, however offset by asset sales
- Development EBIT up by 89% reflecting increased settlements in 1H15
- Corporate costs movement primarily relates to monthly bonus accrual in FY15 v's second half accrual in FY14
- Minimal elimination in 1H15 with commercial developments due for completion in 2H15
- Tax expense has increased due to higher development profits



## FFO AND AFFO BASED ON PCA GUIDELINES



HA	ALF YEAR ENDED 31 DECEMBER 2014	PCA FFO AND AFFO \$M
	Profit attributable to the stapled securityholders of Mirvac	279.0
Α	Investment property and inventory	
В	Losses from sales of investment property Fair value gain on investment property Depreciation on owner-occupied properties Goodwill and intangibles	5.1 (50.8) 3.0
С	Impairment Financial instruments	_
D	Fair value gain on the mark to market of derivatives Incentives and straight lining	(112.2)
E	Amortisation of fit-out incentives Amortisation of cash incentives Amortisation of rent-free periods Rent straight lining Tax	4.7 3.5 5.7 (2.5)
F	Non – FFO deferred tax expenses  Other unrealised or one-off items	(3.9)
	Gain from sale of investment Net loss on foreign exchange movements Net gain on fair value of investment properties, derivatives and other specific non-cash items included in share of net profit of JVA Impairment of loans	(9.5) 125.6 (9.0) (0.1)
	Funds From Operations	238.6
G	Adjusted Funds From Operations adjustments	
	Maintenance capex Incentives given for accounting period (cash and fit-out) Incentives given for accounting period (rent-free) Adjusted Funds From Operations	(14.3) (7.0) (8.6) <b>208.7</b>



## **EBIT RECONCILIATION: INVESTMENT**



	1H15 \$M	1H14 \$M
0.00	112.0	450.6
Office	142.8	150.6
Retail	60.3	54.6
Industrial	15.3	17.9
Other	3.8	4.2
Total net property income <sup>1</sup>	222.2	227.3
Investment income <sup>2</sup>	23.5	16.3
Overhead expenses	(6.8)	(6.0)
Total Investment operating EBIT	238.9	237.6

Decrease in office net property income due to FY14 non-aligned disposals and the sale of a 50% interest in 275 Kent Street, Sydney

Increase in retail net property income relates to the acquisition of Harbourside and the completion of assets under development, offset partially by non-aligned disposals.

Decrease in industrial net property income due to FY14 non-aligned asset sales

<sup>1)</sup> Excludes straight-lining of lease revenue and amortisation of lease fit out incentives.

<sup>2)</sup> Includes income from indirect property investments.



# EBIT RECONCILIATION: DEVELOPMENT



	IH15 \$M	IH14¹ \$M	% CHANGE	Development and construction revenue up, reflecting an increase in residential lot settlements against pcp.
Development and construction revenue – non recharge projects	559.5	486.3	15%	
Development and construction revenue – recharge projects	18.0	44.3 <b>←</b>		Development and construction revenue down due to lower project contributions
Total development and construction revenue	577.5	530.6		from residential wholesale funds.
Cost of property development and construction – non recharge projects	(440.9)	(438.1)		Development management fee revenue down reflecting a reduced contribution
Cost of property development and construction – recharge projects	(18.0)	(44.3)		from residential wholesale funds
Development management fee revenue	3.4	11.9	(71%)	Selling and marketing expenses up reflecting the FY15 residential projects
Share of net profit of associates and joint ventures				release program, which is significantly up on prior corresponding period to take
accounted for using the equity method	1.3	6.5		advantage of positive residential conditions.
Selling and marketing expenses	(22.8)	(13.2)	<b>73%</b>	
Overheads	(23.7)	(14.8)	60%	1H15 overhead costs reflect a more balanced skew between first and second half, FY14 overheads were skewed to 2H14. Overheads also up due to additional costs
Other revenue	26.0	15.9		associated with new business projects.
Operating EBIT	102.8	54.5	89%	
Less operating finance costs	(42.0)	(28.8)		Other relates to the timing of inter segment revenue.
Interest revenue	0.1	0.5		
Operating profit	60.9	26.2	132%	

<sup>1)</sup> Overheads and other revenue restated for re-classification of interest revenue.

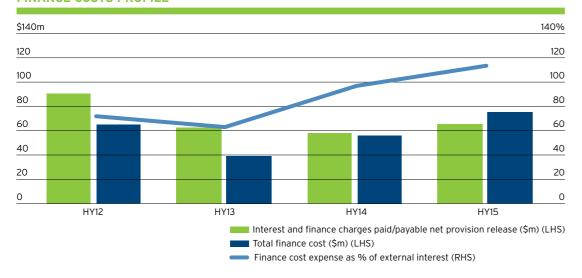


### **FINANCE COSTS**



Total finance costs	75.1	56.1
Borrowing costs amortised	1.3	5.2
Interest capitalised in current and prior periods expensed this period net of provision release	27.7	10.6
Capitalised interest	(19.3)	(17.7)
Interest and finance charges paid/payable net of provision release	65.4	58.0
	1H15 \$M	1H14 \$M

#### **FINANCE COSTS PROFILE**



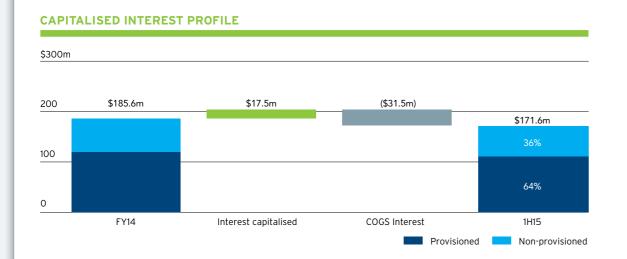
- > Interest and finance charges paid/payable net of provision release has increased due to acquisitions
- > Interest capitalised in current and prior years expensed this year net of provision release has increased due to the increased number of residential lot settlements from 1,032 in 1H14 to 1,251 in 1H15



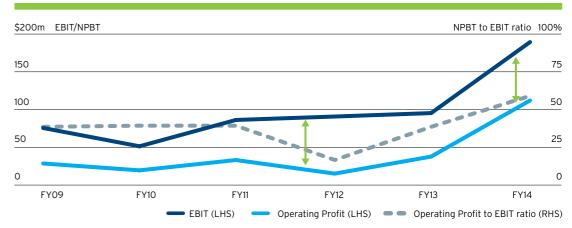
### **DEVELOPMENT CAPITALISED INTEREST**



- > Development capitalised interest now represents 8.9% of gross inventory, down from 10.4% at FY14
- > Development capitalised interest is 4.2% as a percentage of gross inventory for non-provisioned projects, and 24.5% for provisioned projects
- > 64.3% of the capitalised interest balance is accounted for provision projects
- > Operating profit to EBIT ratio trending back towards normalised levels expect a range of 45% to 60% through cycle depending on product mix and contribution of different capital structures



#### **OPERATING PROFIT TO EBIT RATIO**



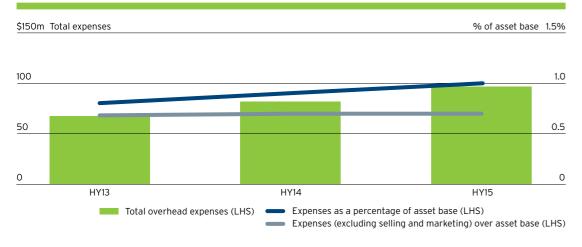


### **GROUP OVERHEAD COSTS**



Overhead expenses as a percentage of asset base	1.0%	0.9%
Total assets	10,003.9	9,637.3
Total overhead expenses <sup>1</sup>	97.2	82.2
Other expenses <sup>1</sup>	25.9	21.3
Selling and marketing expenses <sup>1</sup>	22.8	13.4
Employee benefits expenses <sup>1</sup>	48.5	47.5
	1H15 \$M	1H14 \$M

#### **EXPENSES AS A PERCENTAGE OF TOTAL ASSETS**



- Employee benefit expense in 1H14 actuals has been normalised to include half of FY14 bonus accrual
- > Selling and marketing expenses up reflecting increased FY15 residential projects release program to take advantage of positive residential market conditions.
- > Excluding selling and marketing expenses overhead expense ratio remains flat

- 1) Expenses are on an operational basis (excluding non-cash and significant items). For further detail see page 5 and 6 of the Additional Information.
- 2) 1H14 restated for monthly bonus accrual. Previously reported 1H14 \$36.4m.



# LIQUIDITY PROFILE



31 DECEMBER 2014	FACILITY LIMIT \$M	DRAWN AMOUNT \$M	AVAILABLE LIQUIDITY \$M
Facilities maturing < 12 months	650.0	200.0	450.0
Facilities maturing > 12 months¹	2,594.8	2,318.1	276.7
Total Facilities	3,244.8	2,518.1	726.7
Cash			41.6
Available liquidity			768.3
Less facilities maturing < 12 months			650.0
31 December 2014 funding headroom			118.3



### DEBT AND HEDGING PROFILE



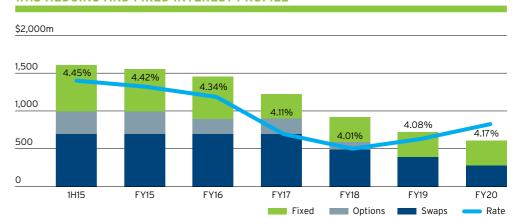
ISSUE / SOURCE	MATURITY DATE	FACILITY LIMIT \$M	DRAWN AMOUNT \$M
MTN III	March 2015	200.0	200.0
Bank facilities	September 2015	450.0	
MTN IV	September 2016	225.0	225.0
USPP1	November 2016	378.8	378.8
Bank facilities	September 2017	350.0	200.0
MTN V	December 2017	200.0	200.0
Bank facilities	September 2018	300.0	173.3
USPP <sup>1</sup>	November 2018	134.1	134.1
Bank facilities	September 2019	300.0	300.0
MTN VI	September 2020	200.0	200.0
USPP <sup>1</sup>	December 2022	219.7	219.7
USPP <sup>1</sup>	December 2024	136.4	136.4
USPP <sup>1</sup>	December 2025	150.8	150.8
Total		3,244.8	2,518.1

### **DRAWN DEBT SOURCES**

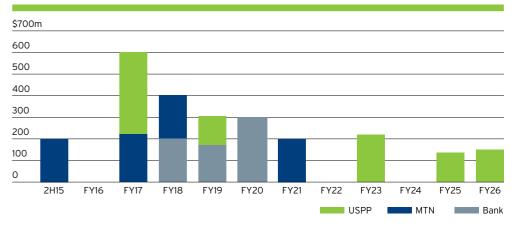
- USPP 40%
- MTN 33%
- Syndicated loans and bank facilities 27%



#### 1H15 HEDGING AND FIXED INTEREST PROFILE 2



### **DRAWN DEBT MATURITIES AS AT 31 DECEMBER 2014**





## NTA AND SECURITIES ON ISSUE RECONCILIATION



NTA	\$M	\$ PER SECURITIES
As at 1 July 2014	6,137.1	1.66
Net gain on fair value of investment properties and IPUC	50.8	0.01
Net loss on fair value of derivative financial instruments and associated foreign exchange movements	(13.4)	(0.00)
Retained earnings/other reserves movement	250.2	0.07
LTIP, LTI and EIS securities converted, sold, vested or forfeited	6.2	0.00
Distributions <sup>1</sup>	(166.4)	(0.05)
As at 31 December 2014	6,264.5	1.69
SECURITIES ON ISSUE	DATE	NO. OF SECURITIES
As at 1 July 2014		3,692,279,772
FY12 LTI plan vested in FY15	25 August 2014	4,917,598
As at 31 December 2014		3,697,197,370
Weighted average number of securities		3,695,727,436



### **INVESTED CAPITAL: GROUP**



**OFFICE: 57%** 

**RETAIL: 29%** 

**INDUSTRIAL: 6%** 

**OTHER: 8%** 

PASSIVE INVESTED CAPITAL

\$7,205m

80%

ACTIVE INVESTED CAPITAL

\$1,696m

20%

**RESIDENTIAL** 

84%

Masterplanned communities: 40%

COMMERCIAL

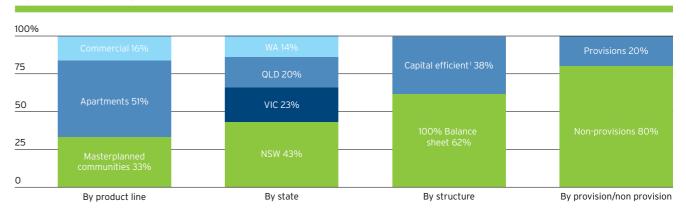
16%

Office: 79%
Retail: <1%

Industrial: 20%

Apartments: 60%

#### **ACTIVE INVESTED CAPITAL**



<sup>1)</sup> Includes capital invested in Development Agreement's, JVA, MWRDP, deferred land payments and loans.



# INVESTED CAPITAL: DEVELOPMENT



RECONCILIATION TO DEVELOPMENT INVESTED CAPITAL	\$м	ITEMS EXCLUDED FOR DEVELOPMENT INVESTED CAPITAL \$M	FUND THROUGH ADJUSTMENTS (DEFERRED REVENUE) \$M	DEFERRED LAND ADJUSTMENTS \$M	DEVELOPMENT INVESTED CAPITAL \$M
Cash and cash equivalents	15.5	(15.5)	-	_	_
Receivables	101.7	(23.3)	-	-	78.4
Inventories – Net	1,756.7	-	(340.8)	(65.5)	1,350.4
Other assets	0.9	(0.9)	-	-	_
Investments accounted for using the equity method	216.5	(1.2)	-	-	215.3
Other financial assets	52.0	-	-	-	52.0
Property, plant and equipment	5.1	(5.1)	-	-	_
Deferred tax assets	85.8	(85.8)	_	-	_
Total	2,234.2	(131.8)	(340.8)	(65.5)	1,696.1



## GROSS DEVELOPMENT MARGIN



1H15	DEVELOPMENT AND CONSTRUCTION REVENUE \$M	COST OF PROPERTY DEVELOPMENT AND CONSTRUCTION \$M	GROSS DEVELOPMENT MARGIN \$M	GROSS DEVELOPMENT MARGIN %
Residential projects adjusted for zero margin settlements	515.1	(376.6)	138.5	26.9%
Residential provision projects	42.8	(42.3)		
Residential project revenue	557.9	(418.9)	139.0	24.9%
Commercial	21.9	(21.9)		
Cost recovery activities	18.1	(18.1)		
Mirvac consolidated statement of comprehensive income	<b>597.9</b> 1	<b>(458.9)</b> <sup>2</sup>	139.0	23.2%

<sup>1)</sup> Total development and construction and inter-segment revenue – see page 5 of Additional Information.

<sup>2)</sup> Total cost of property development and construction – see page 5 of Additional Information.



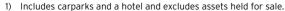




### **INVESTMENT: PORTFOLIO DETAILS**

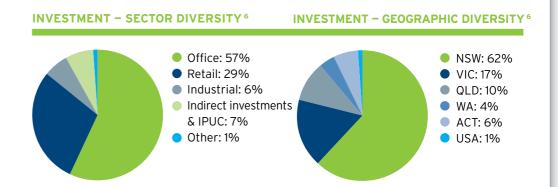


	IH15	IH14
No. of Properties <sup>1</sup>	60	69
NLA <sup>1</sup>	1,367,491 sqm	1,466,884 sqm
Portfolio value <sup>2</sup>	\$7,205.2m	\$7,169.9m
WACR	7.05%	7.34%
Net property income <sup>3</sup>	\$243.4m6	\$243.6m
Like-for-like NOI growth <sup>4</sup>	3.6%	3.3%
Maintenance capex	\$14.3m	\$10.0m
Tenant incentives	\$7.0m	\$4.0m
Occupancy (by area) <sup>5</sup>	96.9%	97.8%
NLA leased	54,311 sqm	91,251 sqm
% of portfolio NLA leased	4.0%	6.2%
No. tenant reviews	1,126	906
Tenant rent reviews	488,205 sqm	477,918 sqm
WALE (by area) <sup>5</sup>	6.2 yrs	6.8 yrs
WALE (by income) <sup>5</sup>	4.5 yrs	5.0 yrs

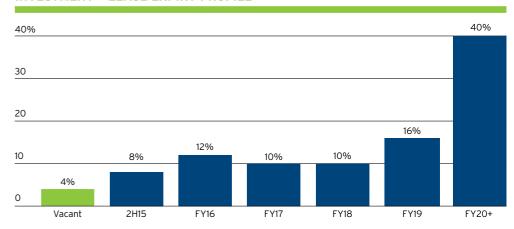


<sup>2)</sup> Excludes assets held for sale and includes IPUC, indirect investments and 8 Chifley, NSW.

7) By income.



### INVESTMENT - LEASE EXPIRY PROFILE<sup>7</sup>



<sup>3)</sup> Includes income from indirect investments and other income.

<sup>4)</sup> Excluding assets under development, indirect investments and assets held for sale and flood affected asset.

<sup>5)</sup> Excludes assets held for sale and indirect investments and includes 8 Chifley, NSW.

<sup>6)</sup> By portfolio value.



# **INVESTMENT: SCHEDULE OF ACQUISITIONS**



ACQUISITIONS	STATE	SECTOR	OCCUPANCY	ACQUISITION PRICE \$M1	PASSING YIELD (PRE-COSTS) <sup>1</sup>	SETTLEMENT DATE
Birkenhead Point Outlet Centre, Sydney <sup>2</sup>	NSW	Retail	94.9%	\$310.0m	6.6%	December 2014
64 Roseby St, Drummoyne	NSW	Retail	N/A	\$1.1m	N/A	December 2014
52-60 Francis St, Glebe	NSW	Retail	N/A	\$2.0m	N/A	December 2014
Altis Portfolio <sup>3</sup>	NSW	Industrial	100%4	\$213.9m	7.1%	January 2015
Total				\$527.0m		

<sup>1)</sup> Excludes acquisition cost.

<sup>2)</sup> Includes an adjoining carpark and marina (marina is a leasehold interest with NSW Maritime).

<sup>3)</sup> Nomination provision was exercised at settlement and a third party was nominated to acquire 34 - 44 Jonal Drive, South Australia.

<sup>4)</sup> By area, includes 12 month vendor rental guarantee on 2.0 per cent of the total lettable area.





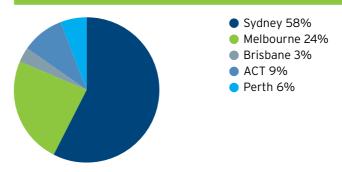


## **OFFICE: PORTFOLIO DETAILS**

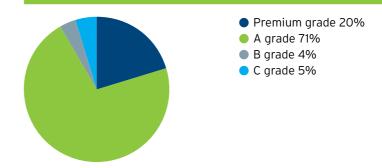


	IH15	IH14
No. of Properties	31	35
NLA	724,831 sqm	762,636 sqm
Portfolio value <sup>1</sup>	\$4,083.2m	\$4,632.5m
WACR	7.24%	7.40%
Net property income <sup>2</sup>	\$142.8m	\$150.6m
Like-for-like NOI growth	3.8%	3.4%
Maintenance capex	\$9.8m	\$6.8m
Tenant incentives	\$5.5m	\$2.3m
Occupancy (by area)	94.7%	96.1%
NLA leased	25,311 sqm	28,581 sqm
% of portfolio NLA leased	3.5%	3.7%
No. tenant reviews	468	266
Tenant rent reviews	345,280 sqm	356,588 sqm
WALE (by area)	4.4 yrs	5.1 yrs
WALE (by income)	4.5 yrs	5.0 yrs





### OFFICE DIVERSITY BY GRADE<sup>3</sup>

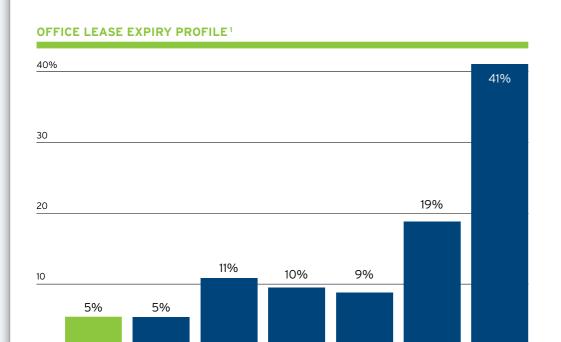


- 1) Excludes IPUC and indirect investments and includes 8 Chifley, NSW.
- 2) Excludes 8 Chifley, NSW.
- 3) By portfolio value.



# OFFICE: LEASE EXPIRY PROFILE & TOP 10 TENANTS





FY17

FY18

FY19

FY20+

ТОР	10 TENANTS <sup>2</sup>	PERCENTAGE 3	S&P RATING
1	Government	12.7%	AAA
2	Westpac Banking Corporation	10.4%	AA-
3	Woolworths Limited	5.9%	Α-
4	Fairfax Media Limited	4.3%	BB+
5	IBM Australia Limited	3.0%	AA-
6	UGL Limited	2.8%	N/A
7	GM Holden Limited	2.4%	BBB-
8	Optus	1.8%	А
9	ANZ Banking Group	1.6%	AA-
10	John Holland Pty Ltd	1.5%	N/A
Tota	ıl	46.4%	

- 1) By income.
- 2) Excludes Mirvac tenancies.

Vacant

3) Percentage of gross office portfolio income.

2H15

FY16



## OFFICE: DEVELOPMENT PIPELINE



						FORECAST	ESTIMATED PROJECT TIMING			
	AREA	OWNERSHIP	% PRE-LEASED	FORECAST VALUE ON COMPLETION <sup>1</sup>	FORECAST COST TO COMPLETE <sup>2</sup>	YIELD ON COST <sup>3</sup>	2H15	1H16	2H16	FY17
Committed										
699 Bourke Street, VIC	19,300 sqm	50%	100%	\$146m	\$26m	7.2%				
Treasury Building, WA	30,800 sqm	50%	99%	\$330m	\$58m	8.4%				
200 George Street, NSW	39,200 sqm	50%	74%	\$625m	\$168m	7.8%				
2 Riverside Quay, VIC	21,000 sqm	50%	82%	\$212m	\$80m	6.7%				
Total	110,300 sqm		87%	\$1,313m	\$332m					
Proposed										
664 Collins Street, VIC	25,000 sqm	100%	-	\$197m	\$155.3m	7.3%				

<sup>1)</sup> Represents 100% of expected end value.

<sup>2)</sup> Expected costs to complete based on Mirvac's share of cost to complete.

<sup>3)</sup> Expected yield on cost including land and interest.







## **RETAIL: PORTFOLIO DETAILS**



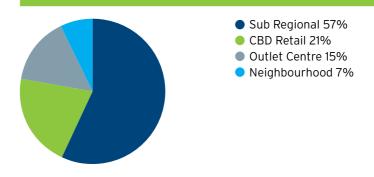
	IH15	IH14
No. of Properties <sup>1</sup>	15	17
NLA <sup>2</sup>	326,945 sqm	357,417 sqm
Portfolio value <sup>2</sup>	\$2,093.2m	\$1,685.5m
WACR <sup>1</sup>	6.59%	7.04%
Net property income	\$60.3m	\$54.6m
Like-for-like NOI growth	2.6%	2.1%
Maintenance capex	\$3.4m	\$2.6m
Tenant incentives	\$0.9m	\$1.6m
Occupancy (by area) <sup>2</sup>	99.2%	99.6%
NLA leased	14,298 sqm	17,654 sqm
% of portfolio NLA leased	4.4%	4.9%
No. tenant reviews	655	627
Tenant rent reviews	116,214 sqm	82,220 sqm
WALE (by area) <sup>2</sup>	4.9 yrs	5.4 yrs
WALE (by income) <sup>2</sup>	3.8 yrs	3.8 yrs
Specialty occupancy cost 1,3	16.4%	16.8%
Specialty occupancy cost excluding CBD centres 1,3	15.1%	15.9%
Total comparable MAT 1,3	\$1,903.0m	\$1,726.2m
Total comparable MAT growth 1,3	3.1%	6.1%
Specialties comparable MAT 1,3	\$8,294/sqm	\$7,371/sqm
Specialties comparable MAT growth 1,3	2.9%	1.0%
New leasing spreads	6.3%	10.1%
Renewal leasing spreads	3.0%	2.5%
Total leasing spreads	4.1%	4.9%

4.				
1)	Excludes	assets	neia	tor sale.

<sup>2)</sup> Excludes IPUC and assets held for sale.

RETAIL SALES BY CATEGORY <sup>1,3</sup>	1H15 TOTAL MAT	1H15 COMPARABLE MAT GROWTH	FY14 COMPARABLE MAT GROWTH
Non-food majors	\$225.2m	1.0%	(1.9%)
Food majors	\$864.2m	5.1%	1.6%
Mini majors	\$339.6m	0.7%	7.0%
Specialties	\$889.9m	2.9%	2.0%
Other retail	\$185.8m	3.4%	0.2%
Total	\$2,504.7m	3.1%	2.2%

#### RETAIL DIVERSITY BY GRADE 4



<sup>3)</sup> Excludes Hinkler Central (flood affected) and assets under development.

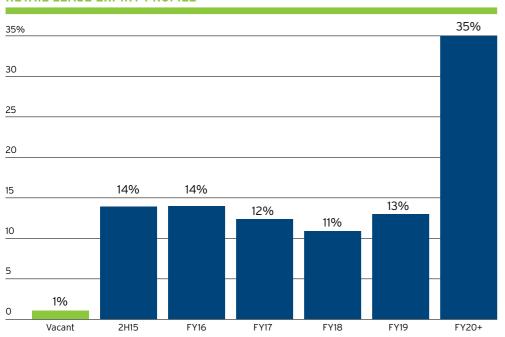
<sup>4)</sup> By portfolio value.



## **RETAIL: LEASE EXPIRY PROFILE & TOP 10 TENANTS**



### RETAIL LEASE EXPIRY PROFILE<sup>1</sup>



ТОР	10 TENANTS	PERCENTAGE <sup>2</sup>	S&P RATING
1	Wesfarmers Limited	10.0%	A-
2	Woolworths Limited	5.9%	A-
3	ALDI	1.6%	None
4	Cotton On Group	1.6%	None
5	Retail Food Group	1.1%	None
6	Terry White Chemist	1.0%	None
7	The Reject Shop	0.9%	None
8	Westpac Banking Corporation	0.8%	AA-
9	Sussan Group	0.8%	None
10	Just Group	0.8%	None
Tota	l top 10 tenants	24.5%	

- 1) By income, excludes IPUC and assets held for sale.
- 2) Percentage of gross retail portfolio income.



# RETAIL: DEVELOPMENT PIPELINE



						EXPECTED PROJECT TIMING		
	EXPANSION AREA		OWNERSHIP		COST TO COMPLETE <sup>1</sup>	ESTIMATED YIELD ON COST	2H15	FY16
Stanhope Village (Stage 4) Stanhope Gardens, NSW (100%)	800 sqm	100%	97%	\$5m	7.1%			
Orion Springfield Central (Stage 2) Springfield, QLD (100%)	32,000 sqm	100%	68%	\$105m	7.3%			





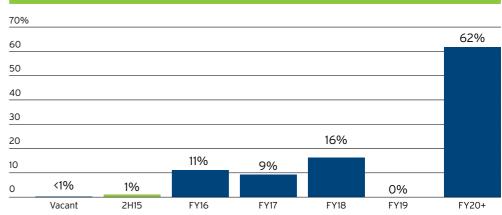


## INDUSTRIAL: PORTFOLIO DETAILS

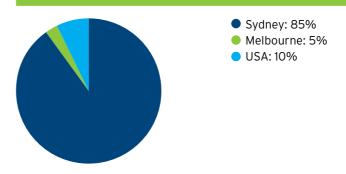


	IH15	IH14	
No. of properties	11	13	
NLA	315,317 sqm	346,433 sqm	
Portfolio value	\$416.6m	\$460.5m	
WACR	7.38%	7.78%	
Net property income	\$15.3m	\$17.9m	
Like-for-like NOI growth	3.8%	5.2%	
Maintenance capex	\$1.1m	\$0.4m	
Tenant incentives	\$0.5m	\$0.0m	
Occupancy (by area)	99.5%	99.5%	
NLA leased	14,702 sqm	45,015 sqm	
% of portfolio NLA leased	4.7%	13.0%	
No. tenant reviews	3	13	
Tenant rent reviews	26,711 sqm	39,110 sqm	
WALE (by area)	11.5 yrs	11.9 yrs	
WALE (by income)	8.2 yrs	9.3 yrs	





#### **INDUSTRIAL DIVERSIFICATION BY GEOGRAPHY<sup>2</sup>**



<sup>1)</sup> By income.

<sup>2)</sup> By portfolio value.





### **RESIDENTIAL: PIPELINE POSITIONING**

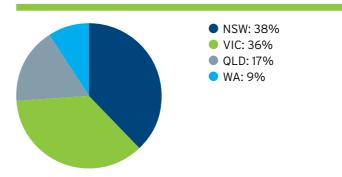


### 31,396 lots under control

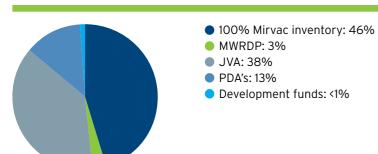
### SHARE OF FORECAST FUTURE REVENUE BY PRODUCT



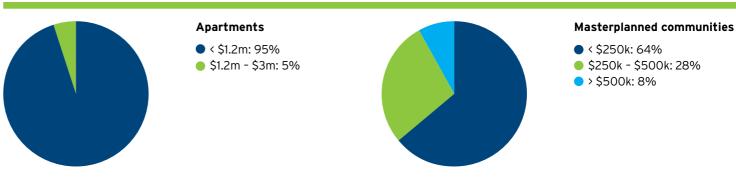
#### SHARE OF FORECAST FUTURE REVENUE BY GEOGRAPHY



#### LOTS UNDER CONTROL BY STRUCTURE



#### LOTS UNDER CONTROL BY PRICE POINT





## RESIDENTIAL: PIPELINE EMERGENCE - APARTMENTS



MAJOR PROJECTS	STATE		% PRE-SOLD OWN		EXPECTED SETTLEMENT PROFILE				
		STAGE		OWNERSHIP	2H15	FY16	FY17	FY18	FY19
Yarra's Edge	VIC	Array	86%	100%		205 lots			
Harold Park	NSW	Precinct 3	100%	100%		345 lots			
Harold Park	NSW	Precinct 4A	80%	100%		49 lots			
Harold Park	NSW	Precinct 6B	100% 1	100%			5 lots		
Harold Park	NSW	Precinct 4B	91%	100%		111 lots			
Unison Waterfront	QLD	Stages 1 and 2	56%	100%		279 lots			
Art House	QLD	Stage 1	41%	100%			189 lots		
Bondi	NSW	Stage 1	Not released	100%			190 lots <sup>2</sup>		
Green Square	NSW	Site 16B	100%	PDA			174 lots		
Green Square	NSW	Site 5ab, Stage 1	91%	PDA				64 lots	
Green Square	NSW	Site 5ab, Stage 2	Not released	PDA				246 lots	
Yarra's Edge	VIC	Bolte – Tower 10	33%	100%				228 lots	
Harold Park	NSW	Precinct 5	Not released	100%				241 lots	
Waterloo	NSW	Stage 1	Not released	100%				225 lots	
Green Square	NSW	Site 7	Not released	PDA			111 lots		ots
Art House	QLD	Stage 2	Not released	100%				140 lots	
Claremont	WA	Stages 1 and 2	Not released	100%				234 lots	
Sydney Olympic Park	NSW	All stages	Not released	PDA				405 lots	
Dallas Brooks Hall	VIC	All stages	Not released	PDA					103 lots
Green Square	NSW	Site 17	Not released	PDA					77 lots
Green Square	NSW	Site 18	Not released	PDA					93 lots
Yarra's Edge	VIC	Bolte – Midrise	Not released	100%					80 lots
Yarra's Edge	VIC	Bolte – Tower 11	Not released	100%					214 lots

### **APARTMENTS PROJECT PIPELINE ANALYSIS**

% of total FY15 expected provision lots to settle 1%

% of total FY15 expected lots to settle from apartments ~30%

Note: PDA's are development service contracts and there is no ownership to Mirvac.

<sup>1)</sup> Excludes one retail lot.

<sup>2)</sup> Planning and approval received February 2015.



### RESIDENTIAL: PIPELINE EMERGENCE - MASTERPLANNED COMMUNITIES





## MASTERPLANNED COMMUNITIES PROJECT PIPELINE ANALYSIS

% of total FY15 expected provision lots to settle

19%

% of total FY15 expected lots to settle from masterplanned communities

~70%

Note: PDA's are development service contracts and there is no ownership to Mirvac.



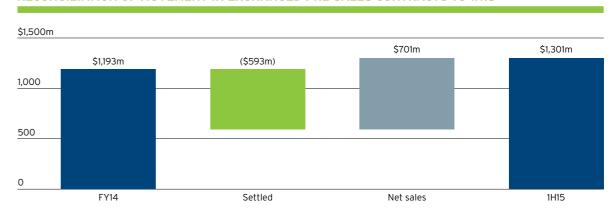
# **RESIDENTIAL: 1H15 ACQUISITIONS & PRE-SALES RECONCILIATION**



**ESTIMATED** 

PROJECT	STATE	OWNERSHIP	NO. OF LOTS <sup>1</sup>	PRODUCT TYPE	SETTLEMENT COMMENCEMENT
Alex Avenue	NSW	100%	34	Masterplanned communities	FY16
Gledswood Hills	NSW	100%	577	Masterplanned communities	FY16
Moorebank	NSW	PDA	179	Masterplanned communities	FY18
Marsden Park	NSW	PDA	1,261	Masterplanned communities	FY18
Sydney Olympic Park	NSW	PDA	405	Apartments	FY18
Bridgeman Downs	QLD	100%	123	Masterplanned communities	FY16
Cheltenham	VIC	100%	184	Masterplanned communities	FY16
Claremont	WA	100%	234	Apartments	FY18
West Swan	WA	100%	365	Masterplanned communities	FY17
Total		3,362			

### RECONCILIATION OF MOVEMENT IN EXCHANGED PRE-SALES CONTRACTS TO 1H153



Note: PDA's are development service contracts and there is no ownership to Mirvac.

<sup>1)</sup> Subject to planning approvals.

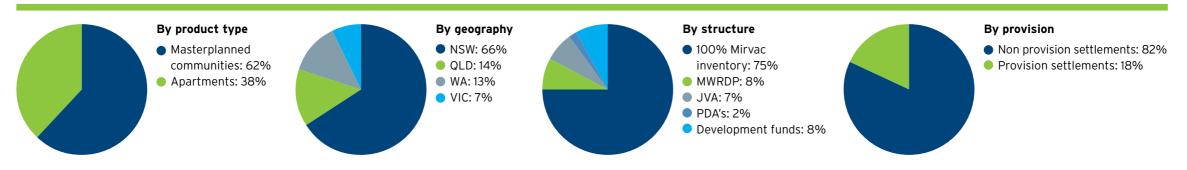
## **RESIDENTIAL: 1H15 SETTLEMENTS**



### 1,251 lot settlements consisting of:

		APARTMENTS MASTERPLANNED COMM		D COMMUNITIES	MMUNITIES	
SETTLEMENT BY LOTS	LOTS	%	LOTS	%	LOTS	%
NSW	479	38%	344	28%	823	66%
QLD	5	<1%	170	14%	175	14%
WA	5	<1%	162	13%	167	13%
VIC	1	<1%	85	7%	86	7%
Total	490	38%	761	62%	1,251	100%

### **1H15 LOT SETTLEMENTS**





# **RESIDENTIAL: 1H15 SETTLEMENTS DETAIL**



MAJOR 1H15 SETTLEMENTS	PRODUCT TYPE	OWNERSHIP	LOTS
Harold Park, NSW	Apartments	100%	479
Elizabeth Hills, NSW	Masterplanned communities	100%	167
Gainsborough Greens, QLD	Masterplanned communities	100%	165
Alex Avenue (The Avenue), NSW	Masterplanned communities	100%	44
Harcrest, VIC	Masterplanned communities	100%	66
Total			921

Land	\$289k
House	\$603k
Apartment	\$950k
1H15 BUYER PROFILE	%
Upgraders / empty nesters	36%
Investors	45%
First home buyers	19%

### **OFFSHORE BUYER PROFILE**

1H15 AVERAGE SALES PRICE

Domestic	83%
FIRB	17%

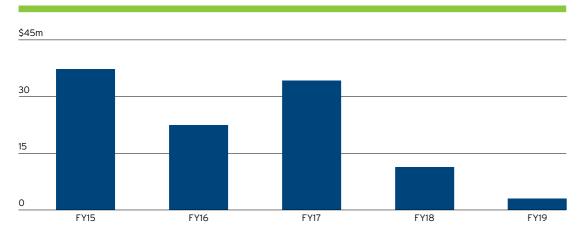


## RESIDENTIAL: PROVISIONS - ROLL OFF 1



- > Approximately \$16m of the provision released in 1H15
- > Remaining inventory provision balance of \$167m at 31 December 2014

### **EXPECTED PROVISION RELEASE PROFILE**



### **EXPECTED CLOSING PROVISION BALANCE ROLL OFF**



<sup>1)</sup> Based on forecast revenue, market conditions, expenditure and interest costs over project life.



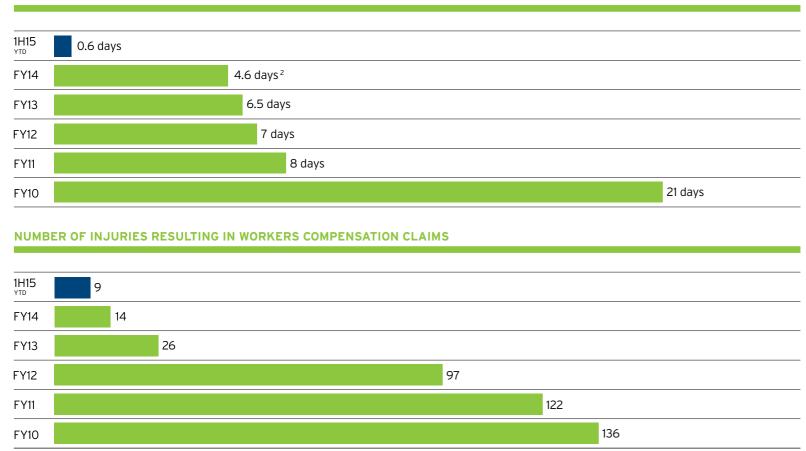




### **HEALTH AND SAFETY**<sup>1</sup>



### **AVERAGE TIME LOST THROUGH INJURY IN DAYS**



From FY10 to FY14 average time lost through injury days has reduced by

78.1%

From FY10 to FY14 the number of injuries resulting in workers compensation claims has reduced by

89.7%

- 1) Mirvac sold the hotel management business on 22 May 2012. Figures displayed above prior to FY13 will include elements of the hotel management business.
- 2) Restated due to a FY14 incurred injury closed in FY15.







# 2H15 CALENDAR



EVENT	LOCATION	DATE <sup>1</sup>
Private roadshow	Sydney	16 – 17 February 2015
Private roadshow	Melbourne	18 – 19 February 2015
Citi Global Property CEO Conference	Miami	1 – 4 March 2015
JP Morgan REIT Conference	Hong Kong/Singapore	30 March - 1 April 2015
3Q15 Update	Sydney	30 April 2015
FY15 Results Briefing	Sydney	13 August 2015

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# **GLOSSARY**

TERM	MEANING
1H	First half
A-REIT	Australian Real Estate Investment Trust
AFFO	Adjusted Funds from Operations
BP	Basis Points
CBD	Central Business District
COGS	Cost of Goods Sold
CPSS	Cents Per Stapled Security
DA	Development Application – Application from the relevant planning authority to construct, add, amend or change the structure of a property.
DPS	Distribution Per Stapled Security
DMA	Development Management Agreement
EBIT	In the current reporting period, Mirvac has revised its definition of Earnings Before Interest and Taxes (EBIT). Mirvac considers interest income from joint ventures and interest income from mezzanine loans to be part of a business's operations and should therefore form part of operating revenue. Prior to FY11, interest income from joint ventures and interest income from mezzanine loans were shown as part of interest revenue. All historical EBIT figures in this presentation have been re-stated to reflect the current definition of EBIT for comparability.
EIS	Employee Incentive Scheme
ENGLOBO	Group of land lots that have subdivision potential
EPS	Earnings Per Stapled Security
FHB	First Home Buyer
FFO	Funds from Operations
FY	Financial Year
GE	GE Real Estate Investments Australia
ICR	Interest Cover Ratio
IFRS	International Financial Reporting Standards
IPD	Investment Property Databank
IPUC	Investment properties under construction
IRR	Internal Rate of Return

TERM	MEANING
JVA	Joint Ventures & Associates
LPT	Listed Property Trust
MAT	Moving Annual Turnover
MGR	Mirvac Group ASX code
MPT	Mirvac Property Trust
MTN	Medium Term Note
MWRDP	Mirvac Wholesale Residential Development Partnership
NABERS	National Australian Built Environment Rating system – The National Australian Built Environment Rating System is a multiple index performance-based rating tool that measures an existing building's overall environmental performance during operation. In calculating Mirvac's NABERS office portfolio average, several properties that meet the following criteria have been excluded:  i) Future development – If the asset is held for future (within 4 years) redevelopment
	<ul> <li>ii) Operational control – If operational control of the asset is not exercised by MPT (ie tenant operates the building or controls capital expenditure).</li> <li>iii) Less than 75% office space – If the asset comprises less than 75% of NABERS rateable office space by area.</li> <li>iv) Buildings with less than 2,000sqm office space</li> </ul>
NLA	Net Lettable Area
NOI	Net Operating Income
NPAT	Net Profit After Tax
NRV	Net Realisable Value
NTA	Net Tangible Assets
PCA	Property Council of Australia
PDA	Project Delivery Agreement. Provision of development services by Mirvac to the local land owner
ROIC	Return on Invested Capital calculated as earnings before interest and tax divided by invested capital
SQM	Square Metre
USPP	US Private Placement
WACR	Weighted Average Capitalisation Rate
WALE	Weighted Average Lease Expiry
-	



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